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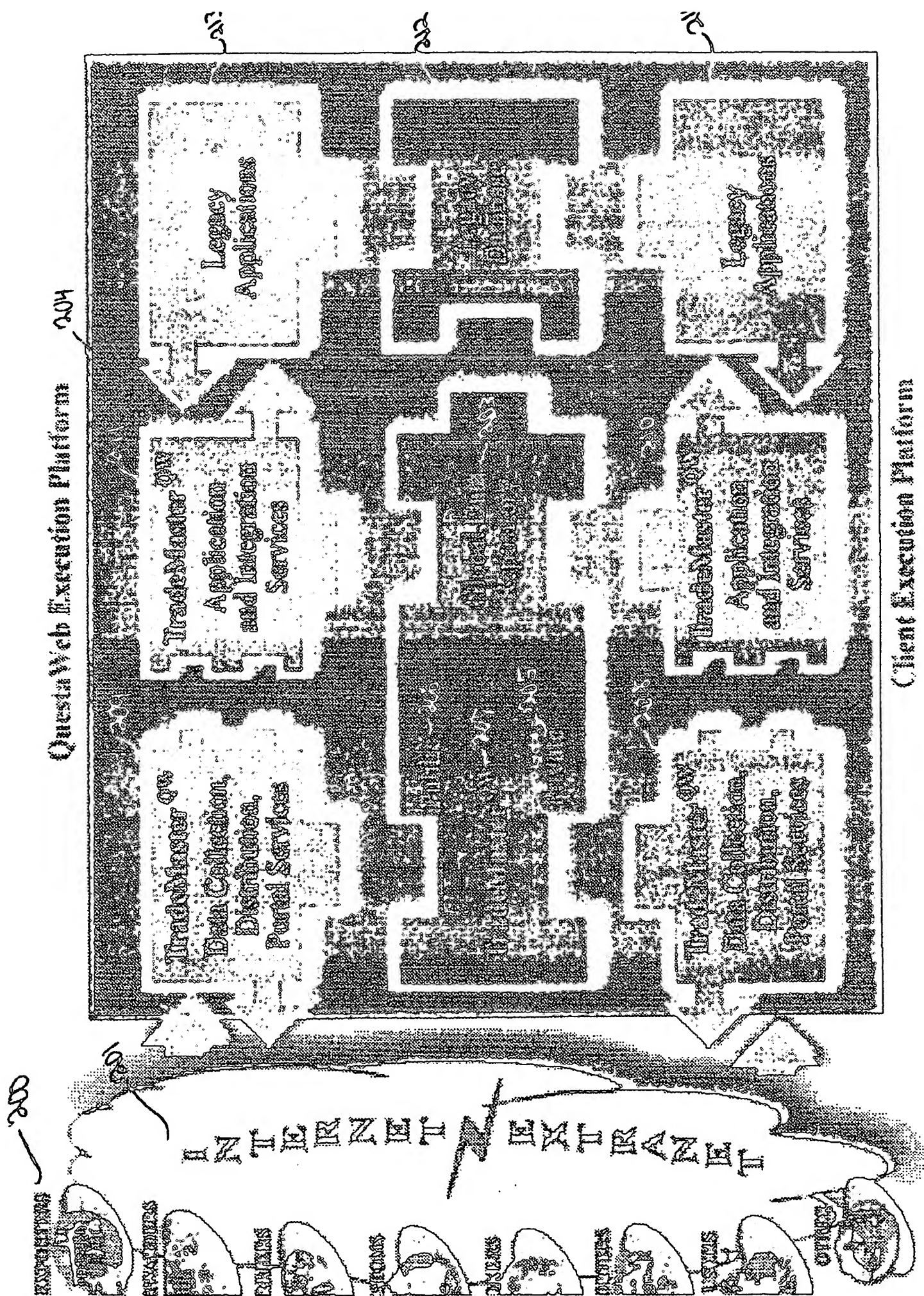
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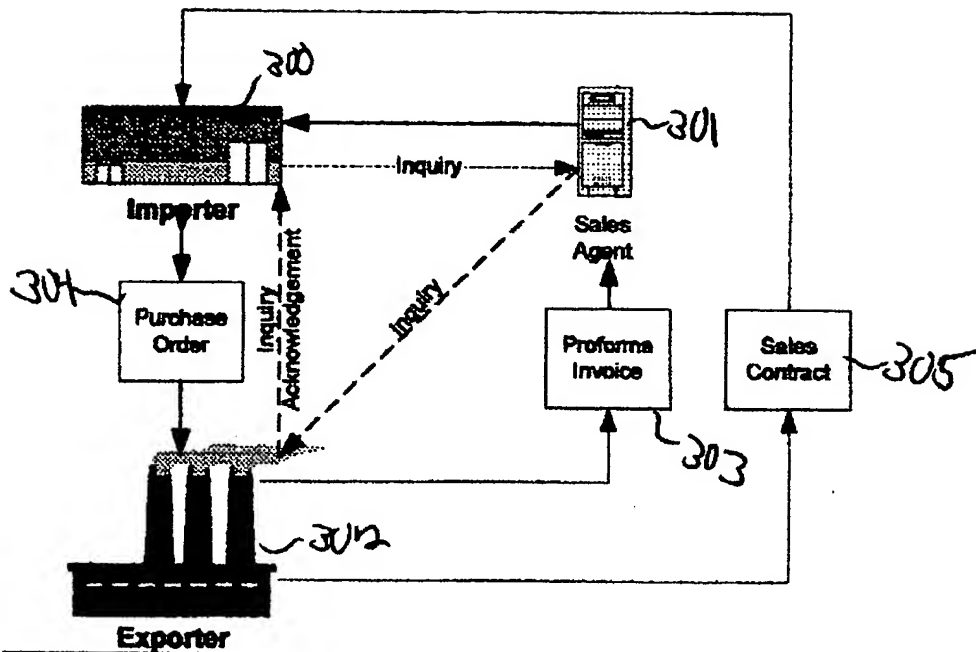
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# EXPORT FLOWCHART



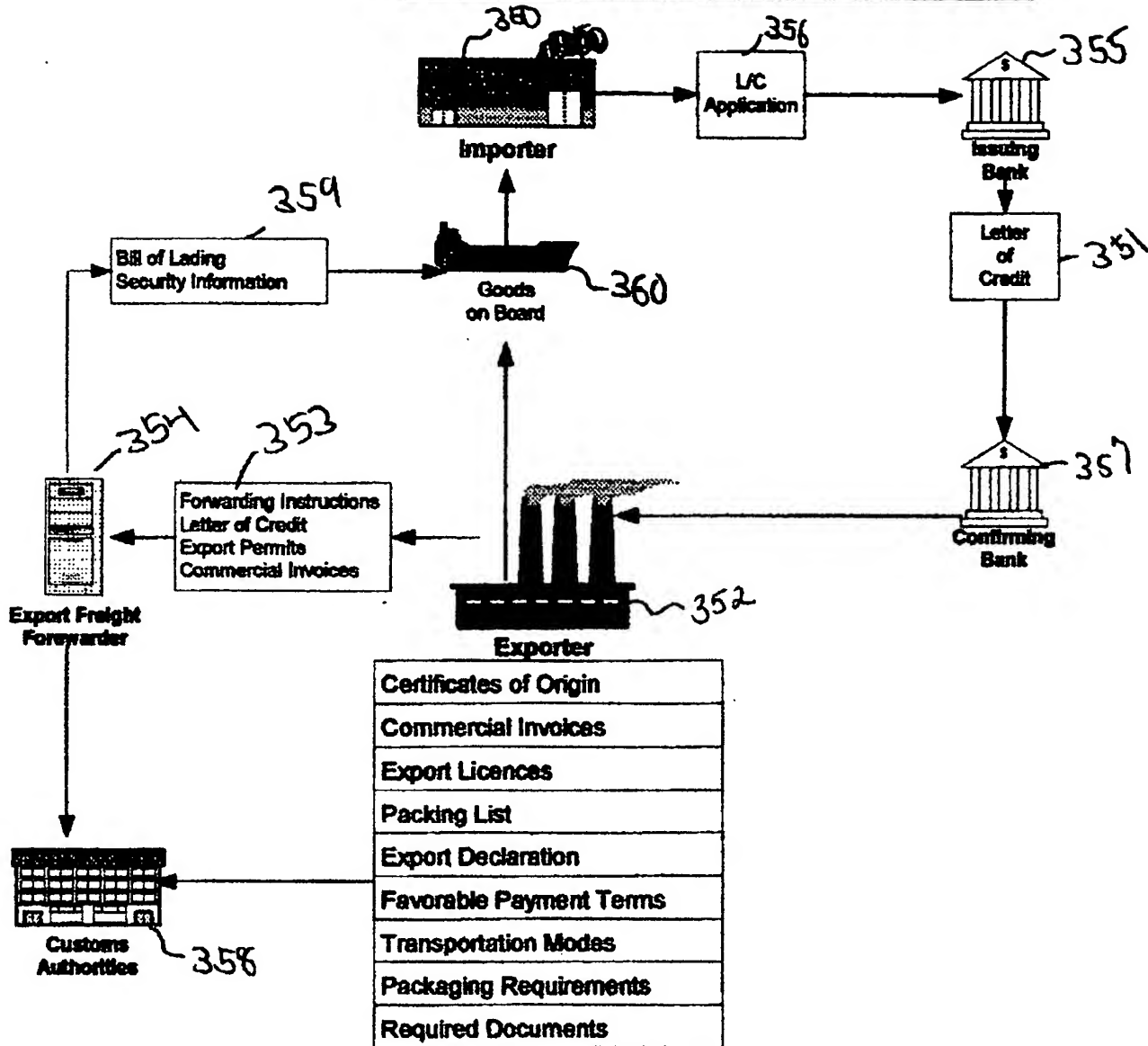
## SECURING THE INTERNATIONAL PURCHASE ORDER AS IT RELATES TO THE INVENTION

1. A buyer via the sales agent sends an inquiry to the exporter.
2. The exporter acknowledges receipt of the inquiry.
3. The exporter conducts a feasibility study to determine whether or not to supply the goods required.
4. If the feasibility study is positive, the exporter prepares a detailed quotation/proforma invoice and sends this to the importer. Depending on the terms, duty calculations should be performed.
5. If the quote is acceptable to the importer, a formal purchase order is sent to the exporter.
6. The exporter verifies that the order against the quotation and confirms it.

Export Restrictions
Import Restrictions
Product Setup Costs
Product production Costs
Most Appropriate INCO Term
Favorable Payment Terms
Transportation Modes
Packaging Requirements
Required Documents

**Fig. 3a**

# EXPORT FLOWCHART



## DELIVERY PROCESS

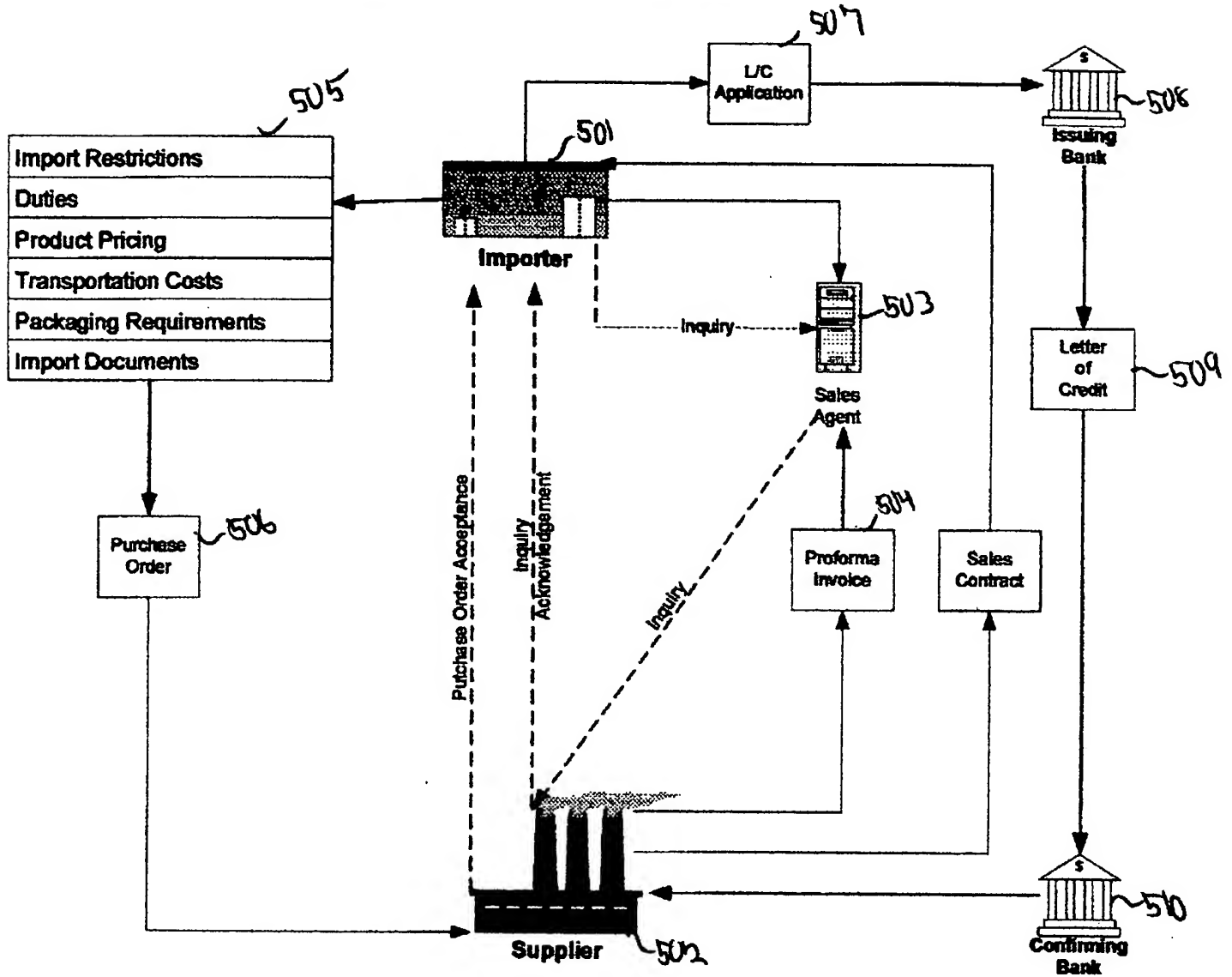
1. The importer arranges for a letter of credit (L/C) to be delivered to the exporter. On receipt of the L/C, the exporter checks it for consistency with the proforma invoice, and then issues an internal works order for the manufacture/acquisition of the goods.
2. The exporter sends a forwarding instruction accompanied by compliance documents to the export freight forwarder.
3. The exporter acquires all trade and financial documents as well as all necessary export and import permits or special certificates.
4. The freight forwarder completes the documents required to move and customs clear the goods and ensures their customs clearance for export purposes either manually or electronically.
5. The goods are then consolidated, containerized, delivered to the selected port, loaded on the nominated vessel for onward transportation to the foreign destination.

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**Fig. 4**

# IMPORT FLOWCHART



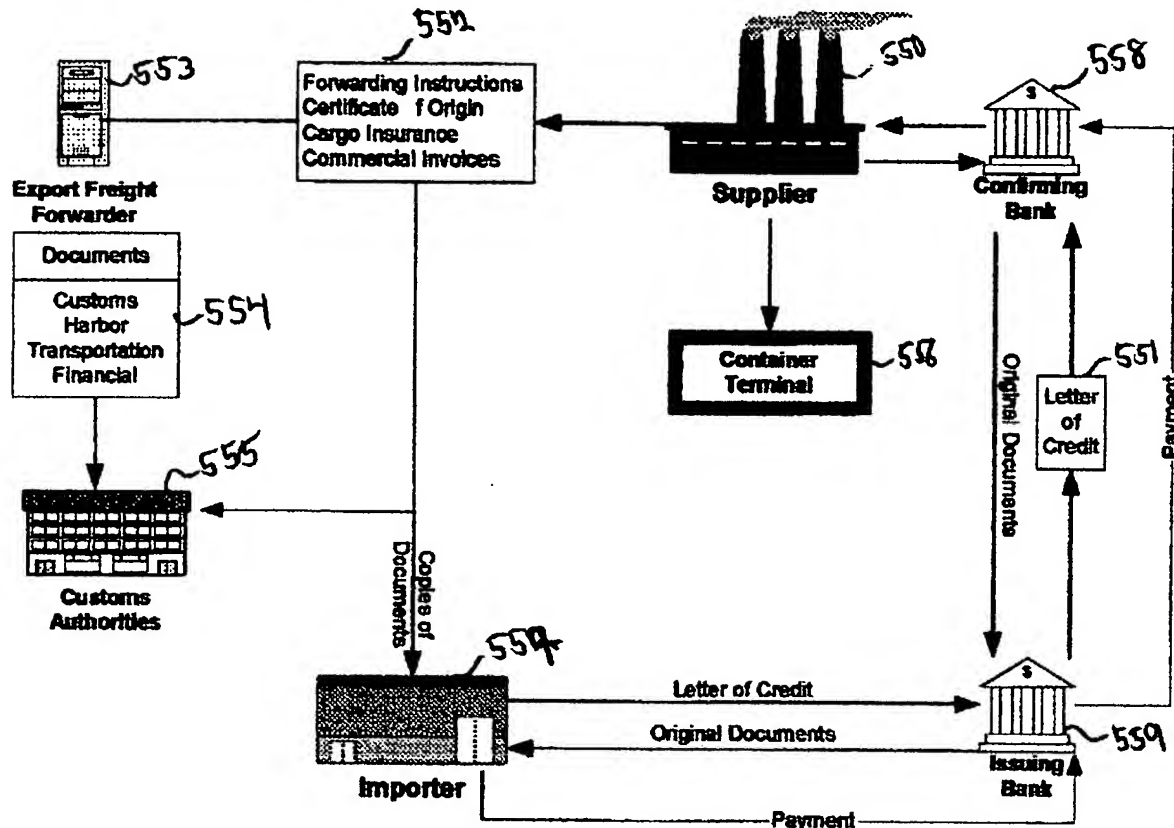
## ESTABLISHING THE INDENT

1. The importer sends an enquiry to the foreign supplier(shipper).
2. The supplier determines if the goods can be supplied, meet delivery dates, and handle the risks.
3. The supplier accurately costs the transaction and prepares the detailed quotation/proforma invoice.
4. The importer determines the relevant import requirements and calculates a landed cost.
5. The importer sends an order, invariably, with additional (e.g. documentary) requirements.
6. The supplier accepts the importer's order.

Fig. 5a



# IMPORT FLOWCHART

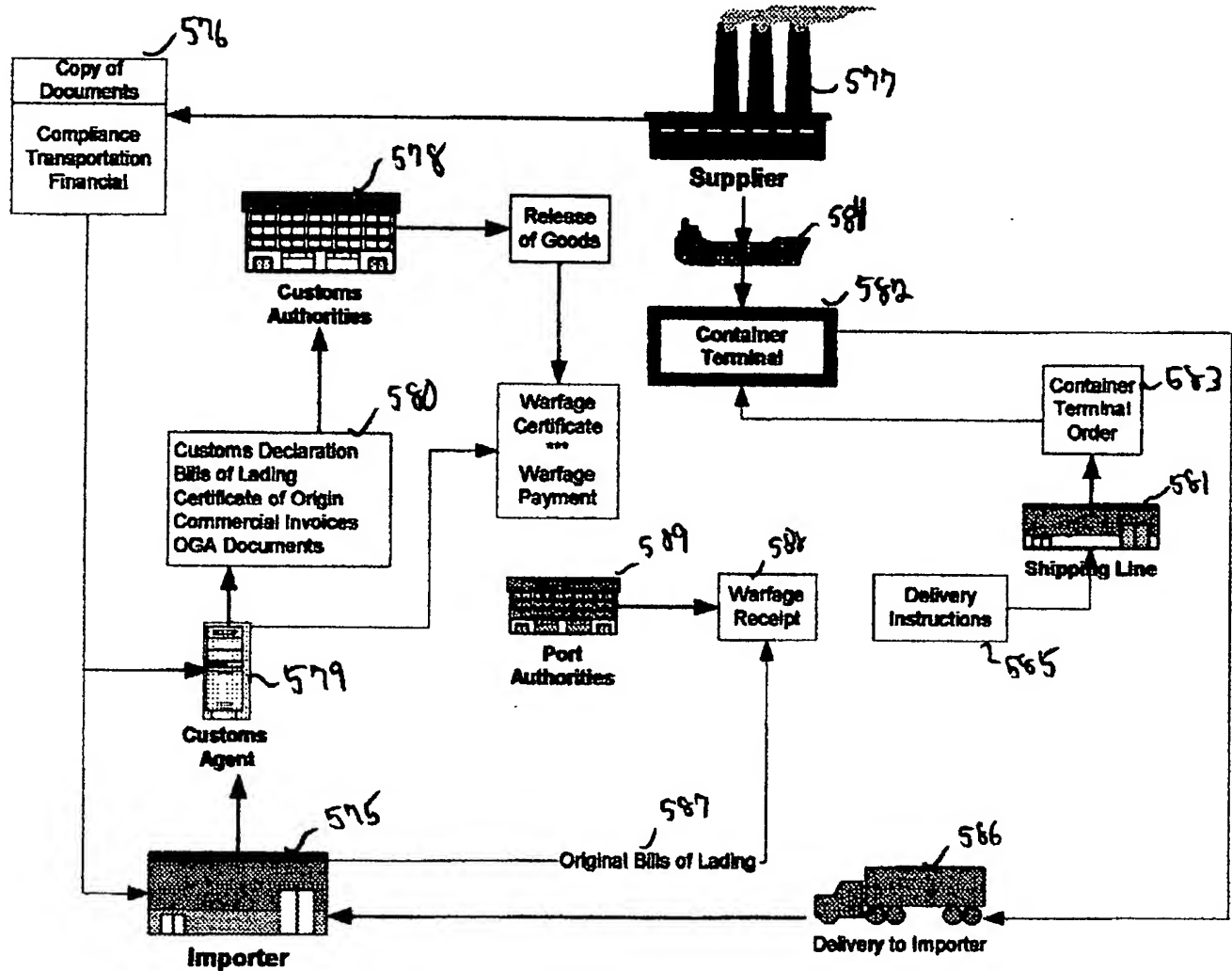


## SHIPMENT OF GOODS

1. The supplier (shipper) accepts the L/C and issues an order to acquire the goods.
2. The supplier instructs the freight forwarder to book space for the cargo and to prepare the necessary customs and transport documents to effect the shipment.
3. In the meantime, the supplier prepares all the documents that must be submitted to the advising/confirming bank, and any other documents (e.g. exchange control), which may be required for the export of products.
4. Manufactured goods are examined, packed and marked correctly, and delivered to the port for loading on the nominated vessel.
5. The freight forwarder in the meantime clears the consignment for export and pays any required harbor and other nationally imposed dues.
6. The exporter sends a complete set of documents to enable the importer to set in motion the import clearance procedures.
7. The original documents are submitted to the advising/confirming bank for payment purposes.
8. The advising/confirming bank checks the documents and sends them to the issuing bank who checks them once more prior to forwarding them to the importer.
9. The issuing bank then effects payment according to the terms of the L/C.



# IMPORT FLOWCHART



## RELEASE OF IMPORTED CARGO

1. When the importer receives the documents, he completes the documentation for customs entry and obtains clearance for import from the national customs authorities and pays all imposed fees, duties, and taxes. Alternatively, the importer may use the services of a clearing agent (customhouse broker) to undertake these tasks on his behalf.
2. The importer or his clearing agent presents transportation documents including an original bill of lading to the shipping line together with instructions regarding the delivery of the goods.
3. The shipping line submits the container terminal order (CTO) to the container terminal.
4. The goods are then delivered to the importer.

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# Customs Clearance Process

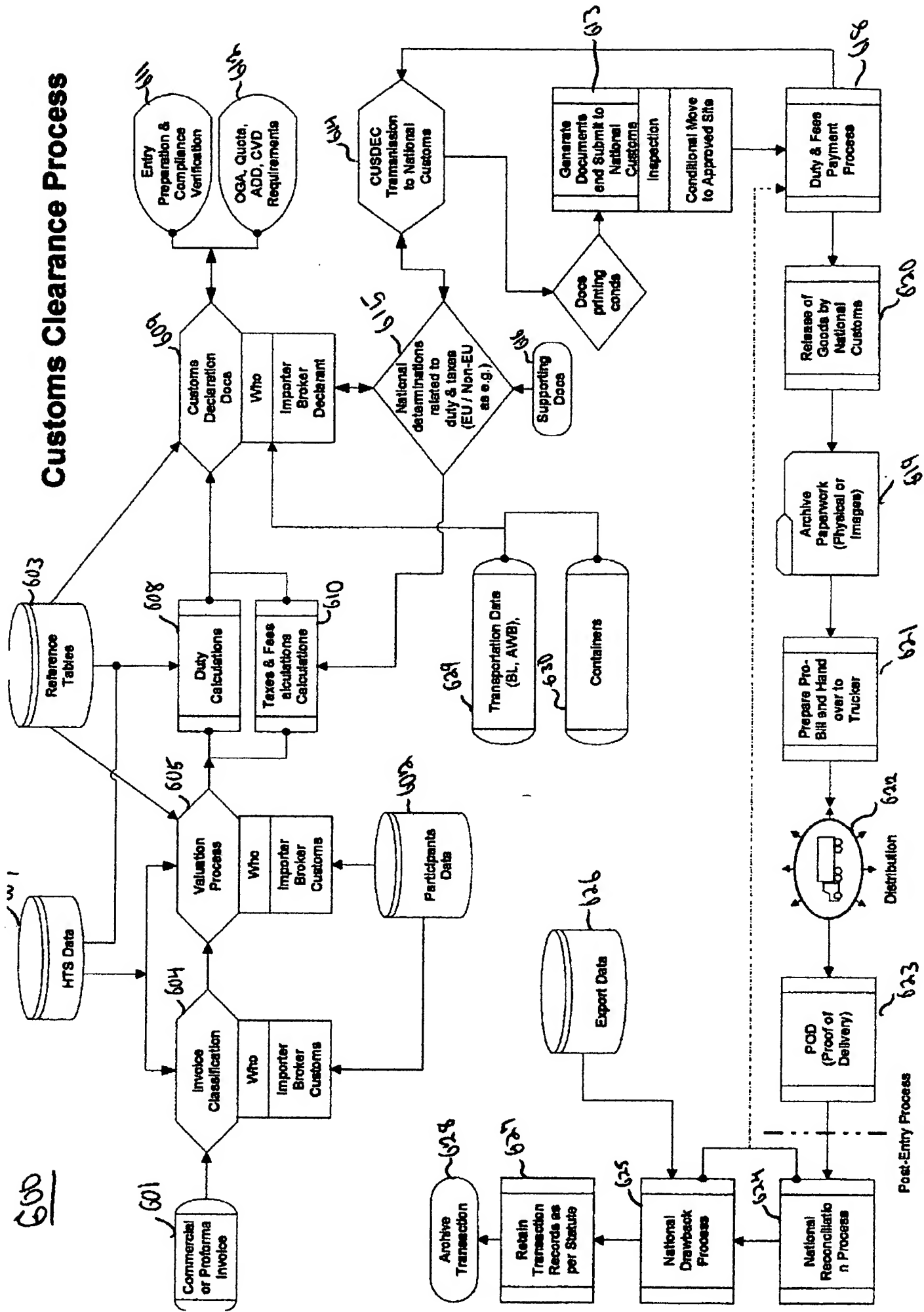


Fig. 6a

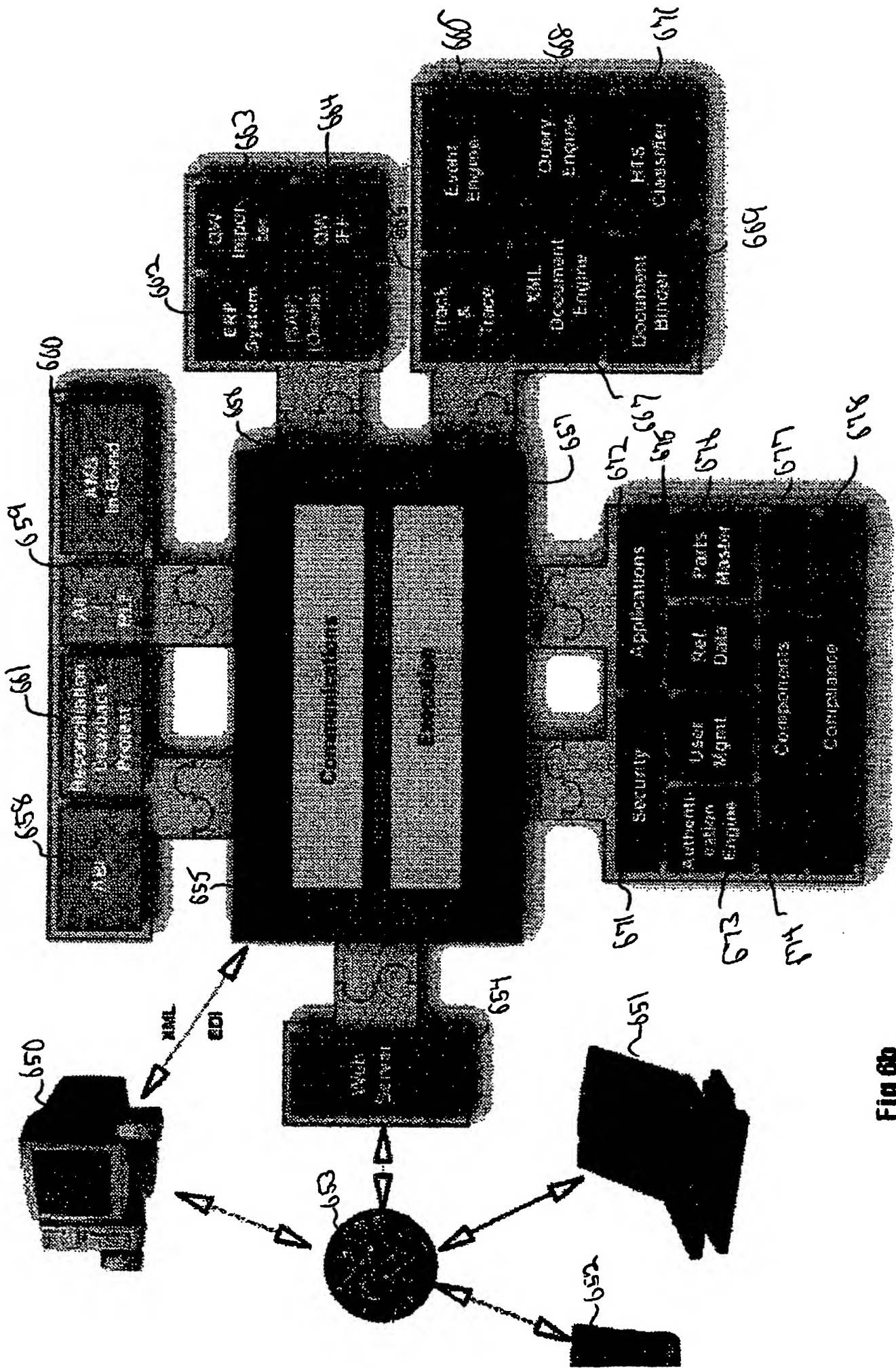


Fig 6b

## Event Calendar

July 2003

August

Sun	Mon	Tue	Wed	Thu	Fri	Sat
29 # Behind(1)	30 # Behind(1)	1 # Behind(1)	2 # Behind(1)	3 # Behind(1)	4 # Behind(1)	5 # Behind(1)
6 # Behind(1)	7 # Behind(1) # Pending(1)	8 # Behind(1) # Pending(1)	9 # Behind(1) # Pending(1)	10 # Behind(1) # Pending(1)	11 # Behind(1) # Pending(1)	12 # Scheduled(1) # Behind(1)
13 # Behind(2)	14 # Behind(2)	15 # Behind(2)	16 # Behind(2)	17 # Behind(2)	18 # Behind(2)	19 # Behind(2)
20 # Behind(2)	21 # Behind(2)	22 # Behind(2)	23 # Actual(1) # Behind(1)	24 # Behind(1)	25 # Behind(1)	26 # Behind(1)
27 # Behind(1)	28 # Behind(1)	29 # Behind(1)	30 # Behind(1)	31 # Behind(1)	1 # Behind(1)	2 # Behind(1)
3 # Behind(1)	4 # Behind(1)	5 # Behind(1)	6 # Behind(1)	7 # Behind(1)	8 # Behind(1)	9 # Behind(1)

SYSTEM YAHOO! on LG EST



## Related Document Calendar

August 2003

August 2003

July

Sun	Mon	Tue	Wed	Thu	Fri	Sat
27 ■ Missing(2)	28 ■ Missing(2)	29 ■ Missing(2)	30 ■ Missing(2)	31 ■ Missing(2)	1 ■ Missing(2)	2 ■ Received(1) ■ Missing(1)
3 ■ Missing(1)	4 ■ Missing(1)	5 ■ Missing(1)	6 ■ Missing(1)	7 ■ Missing(1)	8 ■ Missing(1)	9 ■ Missing(1)
10 ■ Missing(1)	11 ■ Missing(1)	12 ■ Missing(1)	13 ■ Missing(1) ■ Pending(1)	14 ■ Received(1) ■ Missing(1)	15 ■ Missing(2)	16 ■ Missing(2)
17 ■ Missing(2)	18 ■ Missing(2)	19 ■ Received(2)	20	21	22	23
24	25	26	27	28	29	30
31	1	2	3	4	5	6

SYSTEM YAMOUA BT-05 551



## HTS Classifier Filter

From To

Section: (1-22) (1-22)

Chapter: (01-95) (01-95)

Partial HTS No.:

Effective Dates:

Description

Qualifying Keywords

01. SWEATER

05.

09.

13.

02.

06.

10.

14.

03.

07.

11.

15.

04.

08.

12.

16.

Find results with:  
As Free Text☐ Matches on Any Words☒ An Exact Phrase Match☐ At least one of the Words ☐ All of the Words

Search Includes

☒ Synonyms☒ Replacements☒ Marriage☒ Manage

OK

Clear

Close

1000

English (US)

# "Customs Entry by HTS #" Query Design (Design)

Criteria

US QCB Entry Date >= 1/1/01 AND US QCB Entry Date <= 12/31/02 AND USC HTS No. >= '1' AND USC HTS No. <= '9'

No.	Field Name	Operator	Value	Allow Change
1	US QCB Entry Date	>= (Greater or Equal)	1/1/01	True
2	US QCB Entry Date	<= (Less or Equal)	12/31/02	True
3	USC HTS No.	>= (Greater or Equal)	1	True
4	USC HTS No.	<= (Less or Equal)	9	True

OK Cancel Verify Apply

Data format verified

SYSTEM VARIABLE en-us EST

Fig. 10

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## License Screening

In Compliance with: UNITED STATES OF AMERICA

Country Origin: UNITED STATES OF AMERICA

Destination: DENMARK

Export Classification Number (ECCN): DA979

US Munitions List Category Number: -

Is this party the end-user? ☐ Yes ☒ NoIs this party a military end-user? ☐ Yes ☒ NoIs this party a foreign government end-user? (Non-U.S.)? ☐ Yes ☒ NoIs an end-user certificate/letter of assurance on file for the end-user? ☐ Yes ☒ NoIs this shipment exported to a destination within a Customs Free Zone? ☐ Yes ☒ No

Encrypted Software Type:

☐ Retail ☐ Non-Retail ☐ Unrestricted ☐ Commercial ☐ Crypto-with-noteMass Market Product? ☐ Yes ☒ NoPublicly available? ☐ Yes ☒ No

Screen

Close

Data format verified

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SHIP		VCM		CINW ID		BATCHID		ENTRY		SHIP	
PK	SHIPID	SHIPID	SHIPID	PK	SHIPID	PK	BATCHID	PK	ENTRYID	PK	SHIPID
	SHIPNR	CINWFX	CINWFX		CINW ID		BATCHID		SHIPID		SHIPID
	NOT	CINWDATE	CINWDATE		PROG ID				ENTRTNR		MANIFESTNR
	CARRIERCODE	CINWTYPE	CINWTYPE		PROGID				ENTRTYPE		WATNR
	VESSELNAME	EXPDATE	EXPDATE		PROBSUFFIX				ENTRBEALNR		WATNR
	VESSELNAME	SPLCODE	SPLCODE		LESOR				STATES		SUB-BENR
	FLIGHTVOYAGE	SPLMINFID	SPLMINFID		SOESOR				LASTUPDATED		QTY
	STATUS	IMPCODE	IMPCODE		SUPPLIER				XMARK		WGTLB
	TNR	IMPNR	IMPNR		FOREIGNPRODNR				COMPLETED		VOLCT
	POL	ONECODE	ONECODE		FOREIGNPRODOESOR				USERID		SHIPCODE
	FOE	SURCODE	SURCODE		IDENRNR				DLVBCTDATE		EXNECODE
	EXPDATE	SURMINFID	SURMINFID		DEPARTMENT				DLVBCTDATE		FFCODE
	IMPDATE	BUYNR	BUYNR		CONFIRMATIONNO				DLVBCTDATE		INTCODE
	ARRDATE	PAYTERMSCODE	PAYTERMSCODE		PROSTYLE				REMARKS		SHIPNAME
	EXPCC	PAYTERMSDEBOR	PAYTERMSDEBOR		PROCOLOR				CreatedBy		POD
	OPENDATE	SHCODE	SHCODE		CHARGEUNITS				UpdatedBy		PONAME
	LASTUPDATED	DLVTERRMSCODE	DLVTERRMSCODE		CURRENCYCODE						DLVACTDATE
	COMPLETED	DLVTERRMSQFL	DLVTERRMSQFL		RATEISPEXEDVCONTR						STATUS
	USERID	DLVTERRMSIND	DLVTERRMSIND		SERVICECODE						OPENDATE
	CreatedBy	DLVTERRMSLOCODE	DLVTERRMSLOCODE		UNITPRICE						LASTUPDATED
	UpdatedBy	DLVTERRMSLOCODESCR	DLVTERRMSLOCODESCR		PRICEBASIS						FROMAMOUNT
		RELATED	RELATED		QUANTITY						FROMAMOUNT
		COMPLETED	COMPLETED		ACTIVEPORTION						FROMIRFAMOUNT
		STATUS	STATUS		EXTENDEDPRICE						FROMIRFACTO
		OPENDATE	OPENDATE		USDAMOUNT						FROMIRFACTO
		LASTUPDATED	LASTUPDATED		BGLGKMG						FROMIRFACTO
		SHIPID	SHIPID		BGLGMLB						FROMIRFACTO
		ENTRTNR	ENTRTNR		SGLVOLT						FROMIRFACTO
		CreatedBy	CreatedBy		SINGLEQUANTITY						FROMIRFACTO
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					SECONO						FROMIRFACTO
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					ACTUALLIC						FROMIRFACTO
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					STATUS						FROMIRFACTO
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					Updated						FROMIRFACTO
					UpdatedBy						FROMIRFACTO
					UpdatedBy						FROMIRFACTO

### Sample database model of transaction cross-reference table implementation using the separate cross-reference table

**Fig. 12**